



## District 10

# Small Business Update

March 18, 2016 – Statewide Small Business Council Meeting @ District 6

### PAST OUTREACH:

- On January 26<sup>th</sup> we hosted a small business certification workshop in our district computer lab with our partners; CA Department of General Services, and Northeastern Small Business Development Center of San Joaquin Delta College. 12 small businesses were in attendance, and 4 received their small business certification.
- On February 5<sup>th</sup>, we conducted a Disadvantaged Business Enterprise (DBE) training at the Valley Builder's Exchange as part of a series of bi-monthly training and mock-contracting workshops with resource partners.
- On March 2<sup>nd</sup>, Caltrans D10 in partnership with the Stockton Regional Public Agency Consortium (SRPAC) co-hosted a Government contracting panel at the Robert J. Cabral Agricultural Center, and the Division of Procurement and Contracts (DPAC) was present to discuss small business participation and opportunities. The event was attended by nearly 50 local small businesses.
- On March 8<sup>th</sup>, in partnership with the Office of Business and Economic Opportunity (OBE), we co-hosted DBE training at the district office. Twelve small businesses were in attendance and pursued DBE certification. Additionally, the OBE conducted prime contractor training the same day. The purpose of the workshop was to provide prime contractor training on labor compliance and reporting requirements.
- On March 16<sup>th</sup>, we participated at the San Joaquin County Hispanic Chamber of Commerce's Latina Business Conference. The event was successful and was attended by over 100 who enjoyed a day of networking and business education.

### FUTURE OUTREACH:

- On April 21<sup>st</sup>, we will participate with the Small Business Transportation Resource Center Southwest Region to hold a government contracting workshop in Stockton at the Robert Cabral Agricultural Center. This event will offer a series of comprehensive workshops designed to provide information to small businesses regarding DBE certification, bidding, estimating, bonding, accounting, and agency bid opportunities.
- On June 2<sup>nd</sup>, a SB/DVBE and DBE certification training will be held at the District office. This workshop will provide information regarding the Disadvantaged Business Enterprise (DBE) certification from Caltrans and will provide an overview of Cal-e procure, the state of CA's new procurement portal that replaces BidSync.
- The SRPAC has also identified September 1, 2016 to hold the annual Get Connected Event at the Robert Cabral Agricultural Center. This is our annual premiere event where we collaborate with many of our local partners to ensure the utilization of local small businesses to procure goods and services.
- In the coming months, District 10 will be working with the San Joaquin Hispanic Chamber of Commerce and resource partners (SBDC, Score etc.) to provide additional outreach and opportunities for our local small businesses

**"District 10 - One Vision, One Team, One Voice"**





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### SB, DVBE, DBE Participation at a glance

#### STATE CONTRACTS & PROCUREMENT \$15.4 M

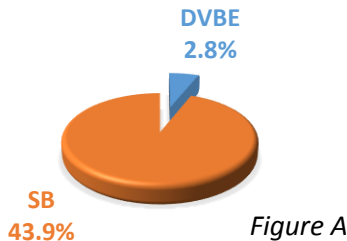


Figure A

#### FEDERAL CONSTRUCTION CONTRACTS \$73.7 M

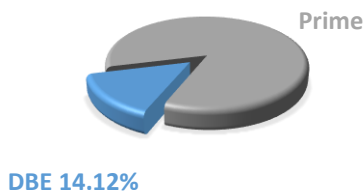


Figure B

#### CENTRAL REGION CONTRACTS \$23.3M

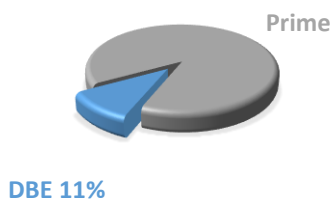


Figure C

#### CURRENT UPDATE:

There are currently over 50 active construction projects within District 10, totaling approximately \$870 million.

Currently, there are 2 advertised construction projects with a total allocation of \$5,600,000.

Both are federally funded; one at \$3,530,000 with a 13% DBE goal and another at \$2,070,000 with a 8% DBE goal.

#### CTC FUNDING:

In March, the California Transportation Commission (CTC) has voted \$1,542,000 for one District 10 SHOPP project (EA 10-0X630).

Merced County: Place weed control barrier, vehicle pullouts, staircase, and regrade slope on Rte. 99 \$1,542,000.

#### MINOR B CONTRACTS:

Four Minor B Contracts awarded to SB Primes in FY 15/16 – Totaling \$525,060 with %100 SB participation.

#### DIRECTOR'S ORDERS:

Six authorized in the state FY 15/16 for a total of \$5,897,000 with 100% SB participation.

#### STATE CONTRACTS:

District 10 state-funded procurement and contracts participation for FY 15/16 totaling over \$15.4 million (Figure A):

- Small Business (SB) participation of 43.9%
- Disabled Veteran Business Enterprise (DVBE) participation of 2.8%

#### FEDERAL CONTRACTS:

As of February 2016, we were awarded 14 federal project totaling \$73,728,369 with a total Disadvantaged Business Enterprise (DBE) commitment of 14.12%. (Figure B)

#### A&E CONTRACTS FOR CENTRAL REGION (Districts 5, 6, 9, 10) COMBINED:

5 year contract—Total \$6,700,000—DBE participation \$804,000 (12%) 6 DBE subcontractors

5 year contract—Total \$12,000,000—DBE participation \$1,260,000 (10.5%) 6 DBE subcontractors

5 year contract—Total \$2,500,000—DBE participation \$200,000 (8%) 2 DBE subcontractors

4 year contract—Total \$2,050,000—DBE participation \$297,250 (14.5%) 5 DBE subcontractors

**Combined Total \$ 23,250,000 – DBE participation \$2,561,250 (11%) 19 DBE subcontractors (Figure C)**